



**REGISTER TODAY FOR THE 2016 ILLINOIS RENTAL DEALERS
ASSOCIATION'S ANNUAL MEETING**

Wednesday, October 12, 2016

Northfield Inn & Suites

Springfield, IL

Featured Guest Speakers:

Mark Connelly – President of APRO

Mike Tissot – President of *Countryside Rentals*

Bill Keese – APRO Executive Director

Ed Winn III – APRO General Counsel

Michael Houlihan – *All-Circo Inc.* Executive Vice President

**Complete the attached registration form and e-mail or fax to:
cpristou@watersheddc.com
847-816-0165 (fax)**

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SPEAKERS



Mark Connelly, newly elected President of APRO, is executive Vice President of Arona Corporation, the second largest Aaron's franchise with fifty-three locations in seven states. Mark has had a front row seat at our industry's growth and evolution. In addition to Arona, Mark has held executive roles at Remco, Thorn-EMI, Colortyme and Rent-A-Center during his twenty-seven year career.

Mark Connelly



Mike Tissot is owner and President of *Countryside Rentals*. Countryside does business as *Rent-2-Own* and has thirty-three stores in Ohio and Kentucky. Mike is one of the RTO industry's best operators and is its most gifted communicator. Mike speaks regularly at national and state conferences on topics involving winning strategies and tactics in the RTO industry.

Mike Tissot

Bill Keese has been the Executive Director of APRO since 1989. Bill has presided over the RTO industry during its period of unprecedented growth. Through his artful leadership, he has served the industry well, skillfully navigating many political storms throughout his tenure.



Bill Keese



Ed Winn is APRO's General Counsel and helped with the founding of the association in 1980. Ed's knowledge of the rent-to-own industry is unsurpassed and he is often referred to as the "walking, talking history of rent-to-own in America." Ed is among the most highly sought after speakers in the industry. What you get with Winn are the facts – good, bad, ugly or otherwise – typically laced with keen insights and wry commentary.

Ed Winn III

Michael Houlihan is the executive Vice President of *All-Circo*, the IRDA's public affairs consulting firm. Mike is a registered lobbyist and the IRDA's key man in Springfield. Houlihan works with government officials at the state, county and city level to keep them informed about the IRDA and our industry.



Michael Houlihan



2016 IRDA Annual Meeting Agenda

October 12, 2016

8:00 a.m. – 8:30 a.m.

– Check in and Continental Breakfast

8:30 a.m. – 9:00 a.m.

– IRDA President’s Welcome, Election of Officers, Budget Update

9:00 a.m. – 9:30 a.m.

– Bill Keese, Executive Director of APRO
“*RTO Today*”

9:30 a.m. – 9:40 a.m.

– Mark Connelly, APRO President
“*A New Look at the RTO World*”

9:40 a.m. – 10:45 a.m.

– Ed Winn, APRO Legal Counsel – “*RTO Legal Update*”

10:45 a.m. – 11:00 a.m.

– Break

11:00 a.m. – 12:00 p.m.

– Mike Tissot, President of *Countryside Rentals*
“*Vote RTO 2016 – Get Your Customers’ and Your Team’s Vote*”

12:00 p.m. – 1:00 p.m.

– Lunch

1:00 p.m. – 1:30 p.m.

–2016 IRDA Charity of Choice
CEO – Creating Entrepreneurial Opportunities



2016 IRDA Annual Meeting Registration Form

Wednesday, October 12th, 2016
Northfield Inn & Suites
3280 Northfield Dr.
Springfield, IL 62702
217-523-7900

<http://www.northfieldinn.com>

Special room rate: \$82.00 plus tax (cut-off September 26, 2016)

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

Registration is free for IRDA members and their employees
Registration: \$50.00 for non-members

Please list all attendees. Additional names may be added to the form

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Attendee: _____

Please make checks payable to IRDA and e-mail or fax to:

cpristou@watersheddc.com
847-816-0165 (fax)